

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Lynch Industries

New Jersey Manufacturing Extension Program

NJMEP Shows Lynch Exhibits the Way to Growth Through Lean

Client Profile:

Lynch Exhibits of Burlington, New Jersey began as a small, family-owned sign shop that grew into a manufacturer of trade show exhibits and expanded into exhibit design, fabrication, installation and event management. The company currently designs, builds and installs permanent displays for corporate offices, and produces both permanent and traveling exhibits for museums and galleries. Lynch Exhibits employs 151 people.

Situation:

Lynch Exhibits recognized the need for training in personal computer skills, project management, and manufacturing efficiency in order to maintain business growth and satisfy increased customer demand. The company contacted the New Jersey Manufacturing Extension Partnership (NJMEP), a NIST MEP network affiliate, for help.

Solution:

NJMEP assessed Lynch Exhibits' needs for a Lean transformation and developed a plan to address the company's most vital issues. NJMEP's field agent, in conjunction with third party resource, Frank Abatangelo of FJA Consulting, tailored a Lean manufacturing training program for the company's key personnel. NJMEP worked with Lynch Exhibit's Vice President of Production, Greg Hammell, to plan the training and develop an implementation schedule. The sessions were presented in a series of three-day incremental classes, organized by concept and presented to specific teams designated by the company. As a result of NJMEP's training, company employees became more organized and efficient and were better equipped to handle the volume and velocity of their work. Floor work became more standardized, errors were reduced, and the need for expedited shipping charges was eliminated.

Results:

- * Increased sales by 2 percent.
- * Created 15 new jobs.
- * Retained 35 jobs.

Testimonial:

"All of our project managers have become more computer proficient, and are using their newly learned skills to improve their job performances. Accountability and responsibility have been accepted by managers, and improved performance has resulted."

Greg Hammell, VP of Production

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